

Message Text

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PAGE 01 BRIDGE 00298 192215Z

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /018 W

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R 191655Z FEB 74

FM AMEMBASSY BRIDGETOWN

TO USDOC WASHDC

INFO SECSTATE WASHDC 6750

UNCLAS BRIDGETOWN 0298

E.O. 11652: N/A

TAGS: BEXP,; FB

SUBK: REQUEST FOR COMMERCIAL ASSISTANCE

1. EDWARD A. BENJAMIN, MANAGING DIRECTOR OF PIONEER AGENCIES LTD., LOCAL MANUFACTURERS(REPS. AND COMMISSION AGENTS, HAS REQUESTED EMBASSY'S ASSISTANCE IN RENEWING CONTACT WITH AMERICAN FIRM FROM WHOM IT WISHES TO ORDER RUGS AND CARPETS. PIONEER HAS BEEN UNABLE TO OBTAIN REPLY FROM JEAN/ALLAN, POBOX 32, LOWELL, MASSACHUSETTS 01853, TEL (617) 454-8044, MANUFACTURERS OF CARPETS AND RUGS FROM WHOM PIONEER WOULD LIKE TO ORDER A QUANTITY OF THESE GOODS. PIONEER PLACED ORDERS ON JAN 4/JAN 8 AND HAS SINCE MADE TQO INQUIRIES BY LETTER AND ONE BY CABLE BUT HAS BEEN UNABLE TO RECEIVE REPLY.

2. BENJAMIN INFORMED US THAT PIONEER RECEIVED 12-15 RUGS AND CARPETS FROM JEAN/ALLAN LATE LAST YEAR TOGETHER WITH EXTENSIVE SAMPLE BOOKS. BENJAMIN CORRESPONDED WITH JEAN/ALLAN AND, BEING IMPRESSED WITH QUALITY OF MERCHANDISE, ASKED DOR SOLE AGENCY HERE IN BARBADOS WITH POSSIBILITY OF SHIPPING TO OTHER ISLANDS AS WELL. HE BELIEVES MERCHANDISE WILL SELL WELL HERE BUT HAS BEEN FRUSTRATED BY HIS INABILITY TO GET EVEN RESPONSE FROM JEAN/ALLAN.

3. SUCCESSFUL BUSINESS ARRANGEMENTS BETWEEN JEAN/ALLAN AND PIONEER COULD RESULT IN INCREASED U.S. EXPORTS TO THIS AREA. REQUEST USDOC CONTACT JEAN/ALLAN IN EFFORT TO ASSIST IN ACHIEVEMENT OF MUTUALLY SATISFACTORY ARRANGEMENT.

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